

THE BROWN

Bulletin

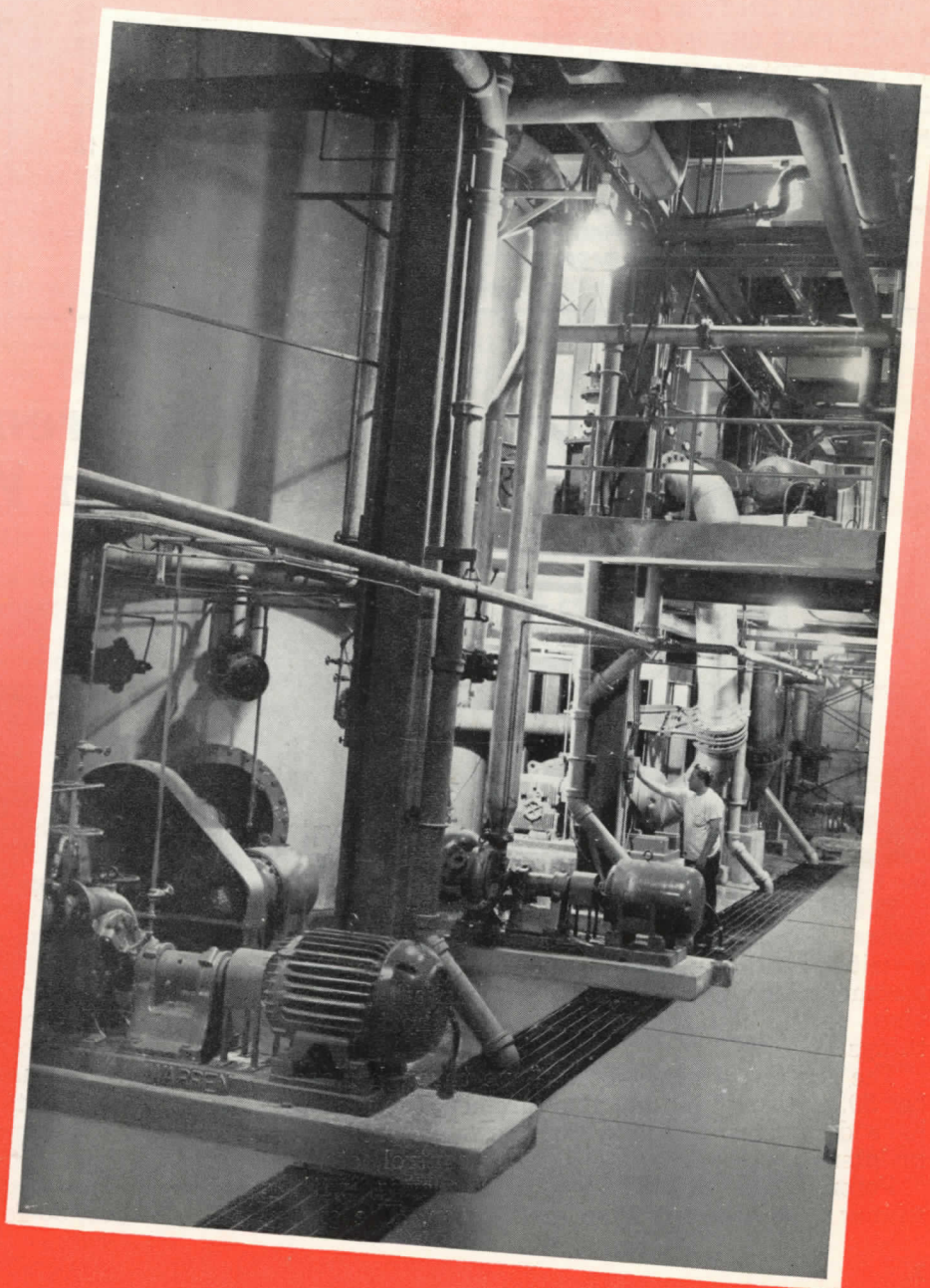
BROWN COMPANY — BERLIN, NEW HAMPSHIRE



A
\$3,500,000
Investment
in *YOUR*
Future

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**October
1956**



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OCTOBER 1956

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COVER: A maze of modern-as-tomorrow equipment fills the new kraft pulp bleachery plant, which is now supplying bleached kraft pulp for the company's paper machines.



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Four Foremen and Wives Will Win Weekend Trips

Four Brown Company foremen and their wives are going to spend a big weekend in Boston — and it isn't going to cost them a penny.

They will go as winners in a contest among supervisors. Their all-expense paid weekend will include a visit to another pulp and paper mill, the finest hotel accommodations, shows, hockey and basketball games, visits to the best supper clubs, and a host of other things.

The contest, which will continue through November 30, is open to all first line foremen, the men who have direct responsibility for crews in production, maintenance, construction, quality control, etc.

Foremen are divided into four groups, with a winner to be selected from each group. The group-

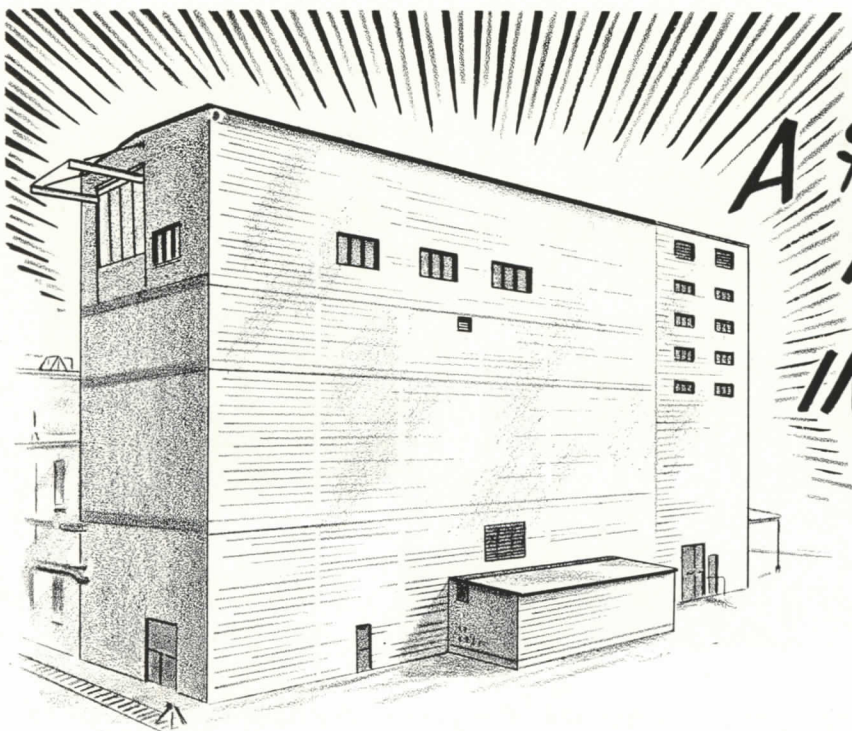
ing has been so designed as to place each foreman in competition with others having similar responsibilities.

The winner in each group will be selected by an impartial board of judges on the basis of four accomplishments:

1. The lowest accident frequency among the men under him.
2. The lowest accident severity rating among the men under him.
3. The improvement of the accident prevention record among the men under him.
4. His effort in accident prevention.

The groups are divided as follows:

- Group I—Pulp Division (excluding quality control supervisors), 29 foremen.
- Group II—Paper Division (excluding quality control supervisors), 27 foremen.
- Group III—Bermico, Sawmill, Power and Steam, Construction, 27 foremen.
- Group IV—Onco, Chemical, Railway, Research, Quality Control, Electric Repair, Recording Gauge, Ground Maintenance, Trucking, Watchmen, 30 foremen.



A \$3,500,000 INVESTMENT IN YOUR FUTURE

AN ADDED investment in the future of the North Country has gone into production—and its operation is being watched closely by the entire pulp and paper industry.

The new bleachery is providing bleached kraft pulp for the paper machines at Cascade Mill. Making the bleaching agent for the new bleachery is a new chlorine dioxide plant—the first of its kind in the Western Hemisphere.

This method of making chlorine dioxide is the brain child of Brown Company's technical director, Dr. George A. Day.

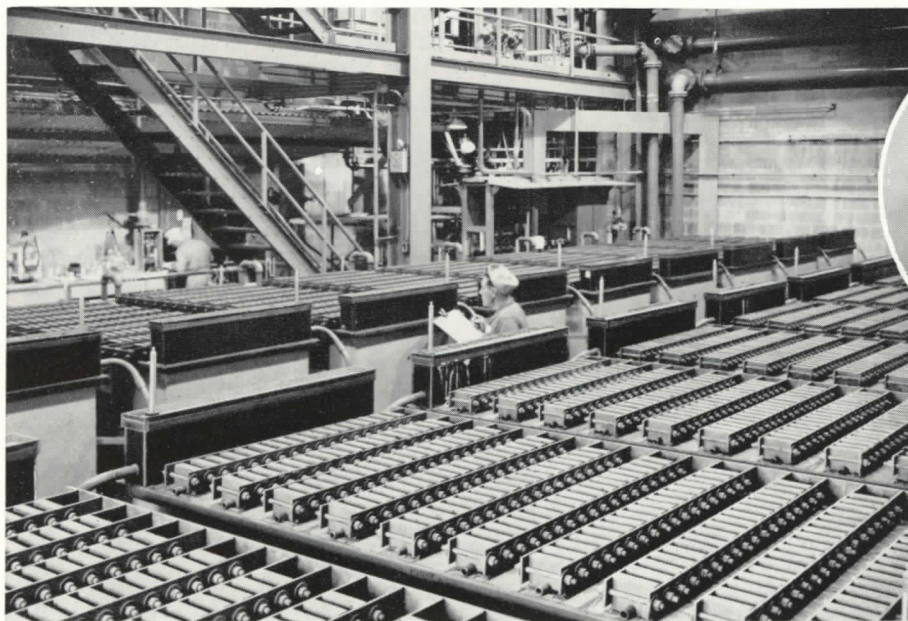
Dr. Day's process is not just another way of making the bleaching agent. It's a drastic change, and

should provide important reductions in costs.

For example, the process uses only chlorine and electric power as raw materials. In other methods, it is necessary to purchase sodium chlorate, the intermediate chemical, which is expensive.

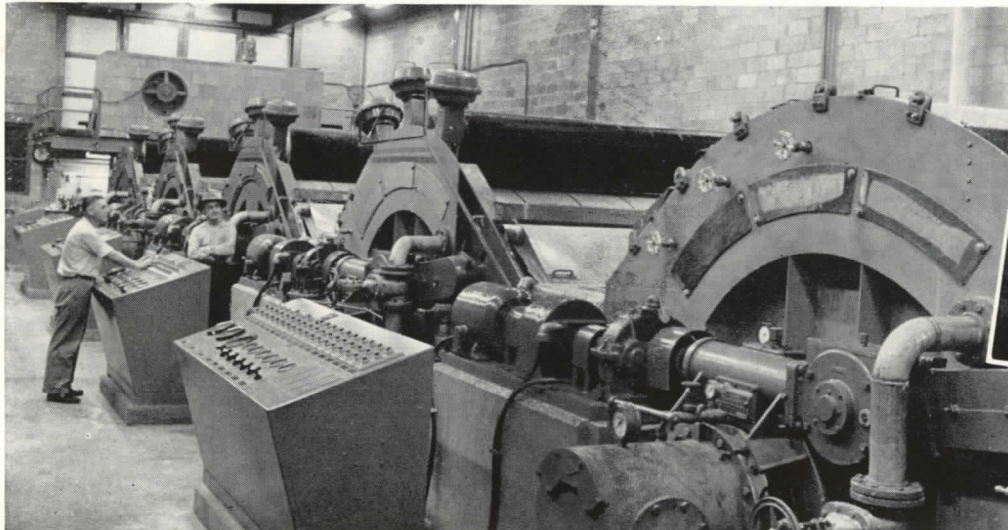
Although the cost of the equipment and its installation is somewhat more than other methods, Dr. Day says that thorough study has shown that the savings in making the chlorine dioxide will far offset the original outlay.

"Our studies have shown that, with all costs included, we will be able to produce chlorine dioxide for less than half of what it would cost to produce it by any other method," he said.



A BROWN COMPANY FIRST . . . At the left are some of the cells installed in the new chlorine dioxide plant. The plant is the first installation in the Western Hemisphere for making chlorine dioxide by the process developed by Dr. George A. Day (above), Brown Company's technical director.

THE LATEST IN EQUIPMENT . . . The most modern equipment does the work of turning out the finest of bleached kraft pulp at the new bleachery. These are the washers on the top floor. At the controls is Lawrence Birt. Beside him is Clarence Curley.



SUPERVISOR of the new kraft bleachery is Fred L. Riley, who has been with the Pulp Division since 1945.

Brown Company has found there are additional savings. By having chlorine dioxide available, it is possible to shorten the bleaching operation. But, at the same time, a better overall result in the bleaching is obtained.

Dr. Day points to several important advantages of the use of chlorine dioxide in the bleaching of the kraft pulps.

"There is less attack on cellulose fibres," he said. "There is a higher yield and less waste. It gives the whitest pulp possible and the white will stay white."

Dr. Day's process is being made available to other companies in the United States and Canada on a royalty basis. Robert M. Spitzer of the M. H. Treadwell Company of New York City, the sales agent, says that a number of American and Canadian plants have expressed an interest in Dr. Day's process and are closely watching the Berlin installation.

The bleachery, itself, is as modern as can be. It actually is something of a modern marvel. The entire operation is by push button control. Two men — an operator and his assistant — run the entire bleachery. A third man operates the chlorine dioxide plant for the manufacture of the bleaching agent.

Heart of the bleachery is a series of towers — huge cylinders rising from the ground floor up into the third story. Here, and in allied equipment, the actual bleaching of the pulp takes place.

Following bleaching, the pulp goes through a series of tile-lined washers on the top floor, then through a battery of centrifugal cleaners to remove dirt. It moves into a pipeline that runs underground two miles to Cascade Mill. At Cascade, the pulp is thickened and stored for use on the paper machines.

The pulp for the bleachery is supplied from the kraft mill, which has been in operation only eight years. This year new screens have been installed in

a section of the Burgess Mill to screen the kraft pulp coming from the kraft mill to the bleachery.

President A. E. H. Fair has termed the new bleachery "a most important milestone in the long-range development and expansion program."

Opening of the bleachery adds two basic types of pulp to Brown Company production. These are bleached softwood kraft pulp and bleached hardwood kraft pulp. Up to now, such pulps had to be purchased from outside. Now they can be furnished direct to the paper mills by pipeline from the company's pulp mills.

This integrated process not only provides an economic method of manufacture, but also provides for use of both hardwoods and softwoods to the best advantage.

The opening of the new kraft pulp bleachery is an important event for the people of Brown Company and the people of the North Country.

Company Long Has Been Pioneer In Bleached Kraft

The name of Brown Company and the words "pioneer in bleached kraft pulp" go hand in hand.

Brown Company scientists and engineers hold an enviable record in the field of bleached kraft pulp.

It began in the 1920's.

Pulp and paper manufacturers everywhere dreamed of making a pulp with the strength of kraft but with the whiteness of bleached sulphite pulp. But it was a hard job. If the pulp was bleached white it became weaker. If the strength of the pulp was maintained, it could not be made snowy white.

Brown Company people solved the problem. In 1928, they introduced to the market a pulp that was nearly as strong and tough as unbleached kraft, but had the whiteness of bleached sulphite pulp.

It was a revolutionary advancement and it opened up vast new outlets for kraft pulps.

This new development was to make possible white paper towels, white coffee bags and white flour sacks, paper for printed draperies, and many, many other strong, white paper products.

But that was only the beginning. The scientists and production men continued — and still are continuing — their work for making better and better bleached kraft products.

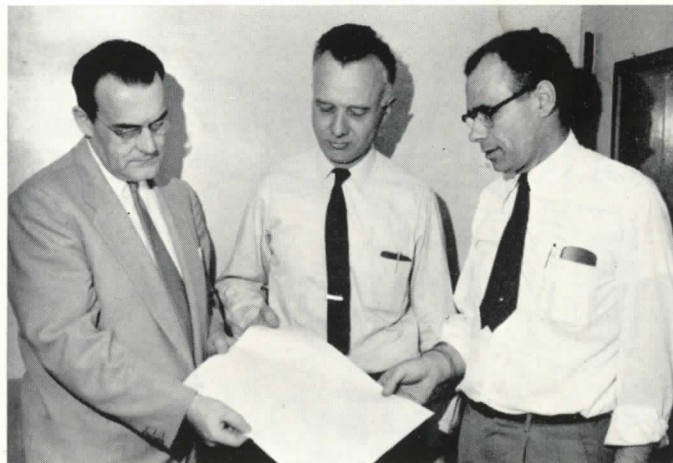
At first, the bleached kraft pulps were limited to softwoods. But Brown Company was doing a lot of experimenting to bring the hardwoods into the picture.

In 1931, the company brought out a bleached hardwood kraft pulp with a high whiteness.

The improvement continued. Stronger and whiter kraft pulps and papers went to market.

The ability to bleach both hardwood and softwood kraft fibres gave Brown Company an almost unlimited range in the paper field. These fibres not only gave distinctive pulps, but they could be combined with unbleached softwood and hardwood kraft fibres, with bleached and unbleached softwood and hardwood sulphite fibres. The combinations run into the hundreds.

With these combinations at its command, Brown Company, within its plants at Berlin and Gorham, can produce a wide variety of pulps and papers.



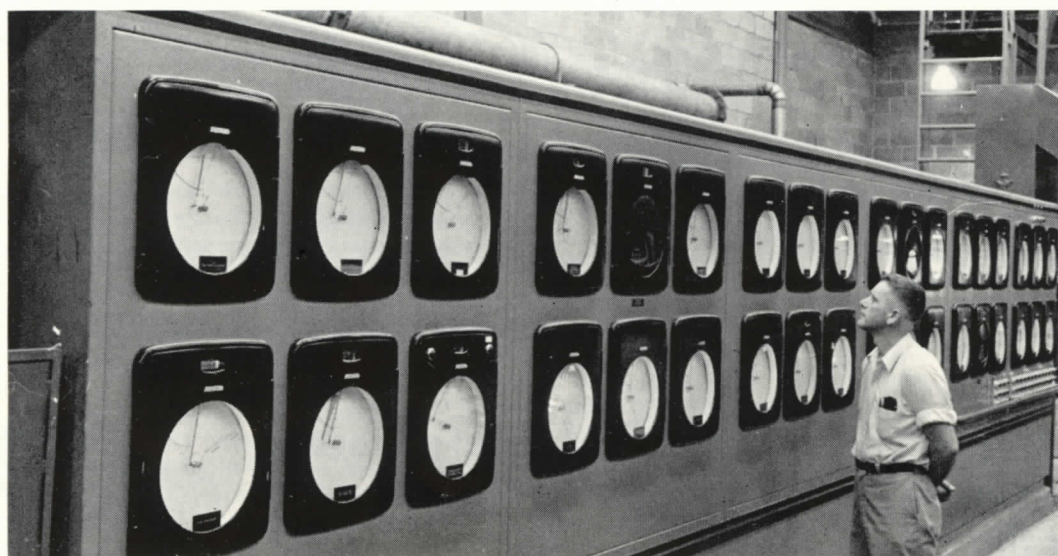
NEW PRODUCT . . . First of many new products made possible by the new kraft pulp bleachery is white wove envelope paper. Examining one of the first samples of this new paper are, left to right: John Crosson, manager of field services and development; Carl von Ende, Paper Division manager, and Thomas Stiles, Paper Division production superintendent.

Bleachery Makes Possible First of Many New Products

The first of many new products made possible by the installation of the new kraft pulp bleachery has come from the machines of Cascade.

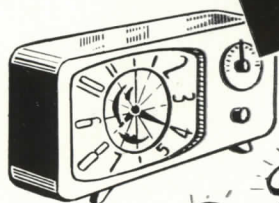
The new product is white wove envelope paper, a top commercial paper for use in the making of business envelopes.

Initial reports from the trade indicate an enthusiastic approval of this new Brown Company product.



ELECTRONIC . . . Lawrence Birt checks some of the many gauges that are part of the vast amount of electronic equipment in the new bleachery. With the aid of electronics, three men can run the entire bleaching and chlorine dioxide process.

There's a PRIZE here
...**FOR YOU!**



A lot of Brown Company people — and their wives — are going to be happy for two reasons:



First, because they didn't get hurt.

Second, because they won some outstanding prizes — prizes such as a deluxe clock radio, a spinning kit for their fishing, electric mixers, automatic coffeemakers, electric frying pans, plus cold cash.



It's really a three-chances-in-one affair —three contests all running at the same time.

Read on and see how easy it is for you —or someone in your family—to win valuable prizes.



Once a month, during October, November and December, 50 names of Brown Company employees will be picked out of the hat. The safety supervisor will visit each of these employees at work. Each of these employees who is wearing safety shoes at the time will be presented a brand new silver dollar.

BUT THAT'S ONLY THE BEGINNING

During each of these three months, employees

buying safety shoes or safety glasses will have a chance at some really big prizes — prizes such as spinning kits for fishing, automatic coffeemakers, electric fry pans, clock radios, electric mixers.

Each employee buying safety shoes or safety glasses during these months will fill out a stub with his name, card number and address.

Once a month, a stub will be drawn. The winner will have his choice from a list of prizes, each of which will be valued at about \$40.

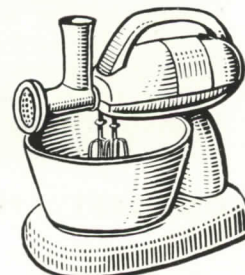
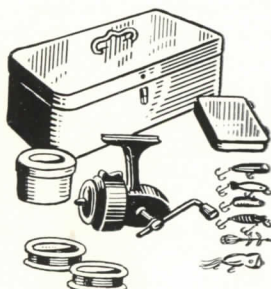
BUT THAT STILL IS NOT ALL

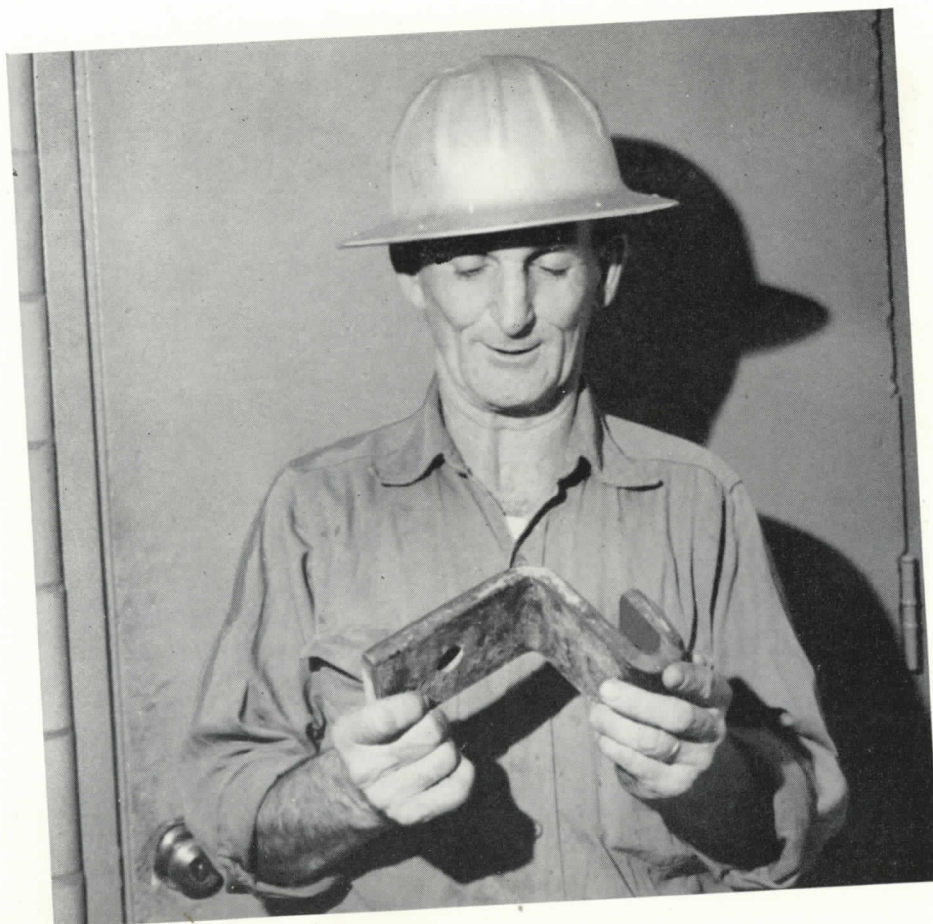
During October, November and December, THE BROWN BULLETIN will publish a safety slogan. Keep that slogan in mind — and have the members of your family remember it too. It can be worth a prize to you.

Following publication of each slogan, a dozen or so people will be called from Radio Station

WMOU during the Local News broadcasts at noon, which are sponsored each day by Brown Company. If the person answering the phone can repeat the safety slogan published in the latest BULLETIN, he or she will have the choice of a coffeemaker, seven-piece kitchen utensil set or a portable mixer.

So—buy safety shoes and safety glasses, wear safety shoes and safety glasses, and know the safety slogans. It can mean VALUABLE PRIZES for YOU and YOUR FAMILY.





Four Pounds of Steel Bounced Off His Head!

THE understatement of the year would be to say that Elliot Hodgman likes hard hats.

Elliot thinks they are just about the greatest invention that man has ever dreamed up.

Well he might, because, thanks to a hard hat, he is still able to work.

He puts it this way: "If it had not been for a hard hat — well, I know I wouldn't be alive today."

Here's what happened:

Elliot is a recovery boiler operator at the Kraft Mill. During shutdowns of the mill, it's his job to go into the wet precipitate tank to clean it out.

When there's a job like that to do, Elliot makes sure he's wearing a hard hat. "No sense taking chances," he declared.

Hard hat sitting comfortably on his head, Elliot went to work cleaning the tank. "All of a sudden I heard a clang way up above me," he said. "Next thing I knew something walloped me on the head. It hit so hard it pushed the hard hat down to my ears and knocked me to my knees.

"I hopped up to see what had hit me. Boy, was I amazed when I saw what it was."

"It" was one half of an I-beam clamp — a piece of steel three-eighths of an inch thick, about three inches wide and a foot or more long. It weighed more than **four pounds!!**

"That four pounds of steel had fallen maybe 50 feet," Elliot declared.

All the damage that resulted was a small dent on top of the hard hat.

"It didn't harm a single hair on my head," he said.

"I didn't even get a headache. But, brother, if I hadn't had a hard hat on—!"

"I'll tell you what I think would have happened if I hadn't been wearing that hard hat," he declared with vigor. "I never would have been here to tell you about it. Why, if that had hit my bare head, I never would have known what did hit me.

"That hard hat saved my life, that's what it did!"



BROWNCO NEWS REVIEW

Edwin G. Vaupel, Formerly With American Chicle Company, Comes To Brown Company As Assistant Manager Of Costs



EDWIN G. VAUPEL

Edwin G. Vaupel, former manager of foreign accounting and assistant manager of foreign manufacturing with the American Chicle Company, has been named assistant manager of costs with Brown Company, it has been announced by Hugh D. Jordan, manager of costs.

A native of New York City and a graduate of New York University as a major in accounting, Mr. Vaupel was with the American Chicle Company for 27 years. For five years he was manager of foreign accounting, after serving as assistant head of the cost department.

As assistant manager of foreign manufacturing with American Chicle for five years, Mr. Vaupel assisted in the direction of three of the company's Latin American subsidiaries.

Robert F. S. Young Joins Industrial Engineering Division



ROBERT F. S. YOUNG

Robert F. S. Young, formerly with the Watervliet, N.Y., Arsenal, has joined Brown Company as an industrial engineer.

A graduate of Syracuse University in 1949, he took advance work in industrial and management engineering at Rensselaer Polytechnic Institute, Union College, Siena and Syracuse.

He was with the Cronnell Lumber Company in Albany, N.Y., as assistant manager from 1949 to 1951. In 1951 he joined the Watervliet Arsenal, where he served as production planner, production specialist and engineer.

A veteran of World War II, Mr. Young served with the Royal Canadian Air Force and then transferred to the United States Air Force.

He is a member of the Society for the Advancement of Management.

Isadore Boilard, Brown Company Employee Since 1924, Is Named Finishing Room Superintendent At Cascade Mill

Isadore Boilard, a Brown Company employee since 1924, has been promoted to superintendent of the Finishing Room at Cascade Mill, it has been announced by Carl A. von Ende, manager of the Paper Manufacturing Division.

Mr. Boilard began his work with the company as a broke hustler at Cascade, and has been at that mill ever since. Most of his work during these 32 years has been in the converting operations.

In 1953, Mr. Boilard was promoted to paper converting foreman.

A native of Gorham, Mr. Boilard served with the Army during World War II. A major part of his service was in the Pacific Theatre.



ISADORE BOILARD

Visitor From "Down Under"



VISITOR IN THE ATOMIC AGE O. O. Nadebaum (right), chief works chemist with the Australian Paper Manufacturers, Ltd., of Melbourne, Australia, views with interest the equipment that checks the weight of a sheet of paper by radio-activity. At the left is Walter Hearn, technical assistant, Cascade Mill. Mr. Nadebaum spent several days at Brown Company as part of a six-months' visit to the U. S. studying American methods of quality and process control in the paper field.

Leandre Cote Elected Assistant Treasurer, Victor Bruno Named Assistant To General Manager Of North Stratford Firms

Leandre Cote has been elected assistant treasurer of Granite State Veneer, Inc., Plywood Products, Inc., and the Stratford Realty Corporation of North Stratford, N.H., it was announced by President A. E. H. Fair, following a special meeting of the firms' Board of Directors.

In his new position, Mr. Cote is serving as the resident financial officer of the three companies, the stock of which was recently purchased by Brown Company. He has been a Brown Company employee for 19 years and has held important positions in the financial section of Brown Company's Woods Department.

Mr. Fair also announced that Victor Bruno has been named assistant to the general manager of the three North Stratford companies.

"Mr. Bruno's duties continue to be primarily in sales," Mr. Fair said, "but he also will be given other assignments by Executive Vice President and General Manager Allie E. Salls."

Mr. Bruno has been with the North Stratford companies for several years and was a part-owner prior to the acquisition of the companies by Brown Company.

36 Company Men Attend Management Conference

Thirty-six Brown Company men joined with some 700 other industrial representatives from Northern New England to discuss the human side of industry.

They met on the campus of the University of New Hampshire in the 11th annual New Hampshire Industrial Management Conference.

A good part of the time was spent in workshops, where they discussed topics ranging from training and the development of supervisors to the effect of family life on industry.

Among the principal speakers during the two-day series of meetings was Laurence F. Whittemore, board chairman of Brown Company.

Other Brown Company people at the conference included these men:

Cascade — Thomas Stiles, Conrad Waldie, William St. Pierre.

Burgess — Donald Borchers, Clarence Curley, Robert McKee.

Riverside — Fred Wardwell.

Onco — Russell Marquis.

Bermico — Stanley Gutowski.

Chemical — Earl Philbrick.

Maintenance — Harold Blakney, Stanley Judge, Carl Pelzel, Oscar Hamlin, Herbert Dwyer, Laurier Charest.

Power and Steam — Louis Rancourt, Earl Robinson.

Construction — Edmond Boutin.

Berlin Mills Railway — Leslie Bell, Albert Lafleur.

Industrial Engineering — Robert Young.

Industrial Relations — Loring Given, John Fitzgerald, Earl Henderson, Chester Bissett, David Marquis, Arthur Thomas.

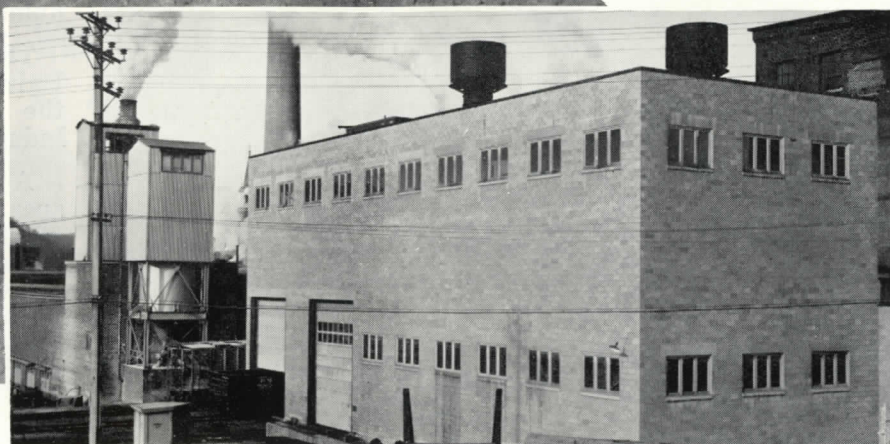
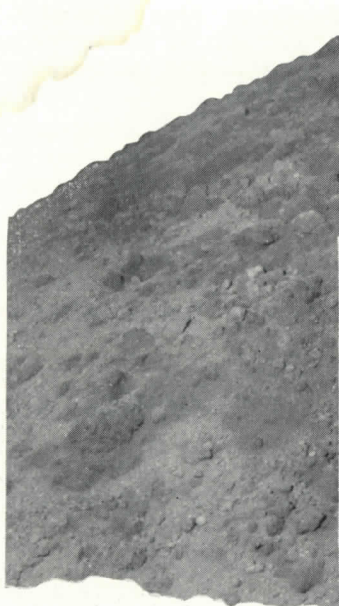
Woods — Warren Tucker, Elmore Pettengill, Lawrence Parsons.

Quality Control — Robert Traversers, Harold Parks, George Lafleur.

Plant Security — Gus Korn.

Trucking — Arthur Goyette.

This is PYRRHOTITE



by Evelyn C. Lipman

TAKE a waste product, burn it, and you come up with a gas that's vital in the making of sulphite pulp — plus an additional product that can be sold to other manufacturers.

That's modern industry for you.

Brown Company has been doing just that for the past four years. It takes pyrrhotite — the discarded material from a copper mine — and burns it to make

sulphur dioxide gas. The gas is used in making the cooking acid for sulphite pulp at Burgess Mill.

In making the gas, the pyrrhotite (an iron sulphide) burns to magnetic iron oxide. Several thousand tons of this by-product are sold by the company to manufacturers of cement. Further markets for the by-product are being explored.

Brown Company got into the business of using pyrrhotite for making sulphur dioxide gas because of a shortage of the natural sulphur — a yellow, non-metallic element. Sulphur was difficult to obtain, so the company began to seek ways and means of overcoming that shortage.

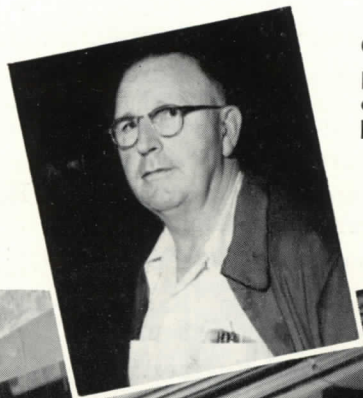
The company found a source of sulphur in the tailings from a copper mine at South Strafford, Vt., less than 100 miles away. And it also found that iron sulphide concentrate from these tailings could be used in making the needed gas by the newly-developed Dorr FluoSolids process.

Pulp manufacturers prefer a high concentration of sulphur dioxide in their gas, as it results in a stronger cooking acid.

The Brown Company's Pyrrhotite Plant was the first pulp mill installation in the United States, and produces a gas strength of 12-13% sulphur dioxide.

Charles McKelvey, sulphite superintendent in charge of the plant says, "The pyrrhotite ore is trucked 10 miles from the mine at South Strafford, Vt., to a railroad siding at Kendall. It is received at Brown Company in open gondolla cars and unloaded at the plant to be processed or stored. A traveling crane with clam-shell bucket operated by one man, unloads the ore into two wooden storage tanks with a total capacity of about 1,000 tons."

CHANGING OVER Wilfred Jacques, operator, changing over the calcine from the car to the pit. Glowing red calcine is seen flowing from the bottom of the reactor into the side discharge spout.



Charles McKelvey, sulphite superintendent in charge of the Pyrrhotite Plant.





RIDIN' HIGH . . . Roger Comeau, one of the crane-men at the Pyrrhotite Plant, picks up the pyrrhotite ore from gondolla cars and empties the load into storage tanks, or into the hydra blender to start a new batch.

SIZZLING HOT!!!! . . . Arthur Patsey, crane-man, adjusts a valve on the giant reactor, 16 feet in diameter by 17 feet high, which is maintained at 1650° Fahrenheit.



The Pyrrhotite Plant produces better than half the sulphur dioxide used to make cooking acid for the sulphite mill in the manufacture of pulp.

John Hegeman, pulp production manager, explains the process:

"The pyrrhotite ore (which looks like partially dried gray mud) is diluted with water. It is pumped into the reactor, a cylinder 16 feet in diameter and 17 feet high, onto a bed of burning ore and calcine. This bed is kept at a temperature of 1650 degrees Fahrenheit.

"Burning of the gas in the reactor gives off sulphur dioxide gas. The gas is cleaned and cooled and blown into the gas absorption towers in the Sulphite Acid Plant. Water and soda ash are used to absorb the gas. The result: raw sulphite acid, the acid used in cooking sulphite pulp."

Brown Company's FluoSolids unit is capable of converting approximately 93% of the sulphur in pyrrhotite into sulphur dioxide for sulphite acid.

There's a by-product to all this, too, Mr. McKelvey pointed out. Discharged from the reactor is calcine. This is made up largely of iron, but also contains some zinc and other materials. A good part of this by-product is shipped to other manufacturers, among them, cement manufacturers.

"In its first year of operation, 27,000 tons of pyrrhotite were processed," Mr. McKelvey stated, "yielding more than 18,000 tons of sulphur dioxide, or the equivalent of 9,000 tons of sulphur. This is an average of 85 tons of pyrrhotite ore handled daily. And, the reactor is capable of still greater capacity."

This amounts to a considerable saving per year, as pyrrhotite is far more economical to use than the natural sulphur.

"The FluoSolids Plant", Mr. McKelvey said, "is run by one operator per shift assisted by a crane operator on the day shift for unloading the ore."

The staff includes Superintendent McKelvey; regular operators Roland Melanson, Leo Lemoine, Wilfred Jacques, Raoul Larochelle and Philomen Rochefort; crane-men John Bijeau and Arthur Patsey; regular replacements Clarence Cusson, Raymond Tellier and Roger Comeau.



PUSH-BUTTON CONTROL . . . Raoul Larochelle, operator, checks his charts in the control room.

"We're All On TV Now!"



BBROWN COMPANY people have become television stars.

They are the stars on "Trees and People", which is presented every Thursday evening at 8:15 p.m. over WMTW (Mount Washington TV), Channel 8.

Both "live" and on film, employees from all the plants and offices in Berlin and Gorham are showing the people of New Hampshire, Maine, Vermont and southeastern Canada what Brown Company is, what it does and its importance to the area.

Each major division of the company is spotlighted in the programs.

The series is narrated by Professor Jonathan Karas of the University of New Hampshire, a veteran television producer, who has shows also running on WBZ-TV, Boston, and WCSH-TV, Portland.

Television crews spent several days in Berlin, Gorham and in the woods preparing film for the series. Many employees appear in this film, showing the hundreds of thousands of Channel 8 viewers the

importance of their work. Many other employees are appearing "live" during the programs.

Some 800 school children and their families are participating in the programs in another way. Those boys and girls have entered Brown Company's TV essay contest, which has as its grand prize an all-expenses-paid three-day weekend in New York City. Sixteen other prizes will be presented. Winners will be judged through essays based on what the boys and girls learned while watching "Trees and People."

"Trees and People"

Every Thursday at 8:15 P.M.

WMTW-TV

Channel 8

Mt. Washington



WINNERS . . . These men of the Woods Department were awarded cash prizes for their work in safety. Presenting the awards were William H. Seymour (left), senior vice president, Liberty Mutual Insurance Co., and Vice President C. S. Herr (right). Left to right: Mr. Seymour, Rodney Webb, Leon Hawkinson, Gerard Boulette, George Mullen, Maurice Parsons, George Wilson, Laurent Bilodeau, Rosaire Plante, and Mr. Herr.

“IF YOU do your job the best way, you do it the safe way.”

That was Wililam H. Seymour, senior vice president of the Liberty Mutual Insurance Company speaking to foremen, contractors, sub-foremen, clerks and scalers from Brown Company woods camps.

The men had met at the Wilson Mills, Maine, Town Hall to see 13 of their number receive checks as winners in the annual safety contest sponsored jointly by the Woods Department and the Liberty Mutual Insurance Company.

Prizes totalling \$212 were awarded to the men for their leadership in camps having the lowest accident frequency and severity ratings for 10,000 or more work hours.

These were the winners:

Foremen and Contractors

1st, Wilfred Norman, contractor. 2nd, Rodney Webb, foreman, Parmachenee No. 6. 3rd, Gerard Boulette and Maurice Parsons, foremen, Sturtevant Pond.

ATTENTIVE . . . Men of the woods take safety seriously, as indicated by the strict attention these foremen, contractors, scalers and clerks show at a meeting in Wilson Mills. They heard short talks on the importance of their leadership and then saw 13 of their number receive cash awards as winners in the annual woods safety contest.



Safety Pays Off In Cash, Too

Sub-Foremen

1st, no prize. 2nd, Laurent Bilodeau, Parmachenee No. 6. 3rd, no prize.

Scalers

1st, Robert Holland and George Mullens, Mr. Normand's camp. 2nd, George Wilson and James Gifford, Parmachenee No. 6. 3rd, James Turner and Philip Sullivan, Sturtevant Pond.

Clerks

1st, no prize. 2nd, Leon Hawkinson, Parmachenee No. 6. 3rd, Rosaire Plante, Sturtevant Pond.

Mr. Seymour reminded the men that “accidents increase the cost of pulpwood.”

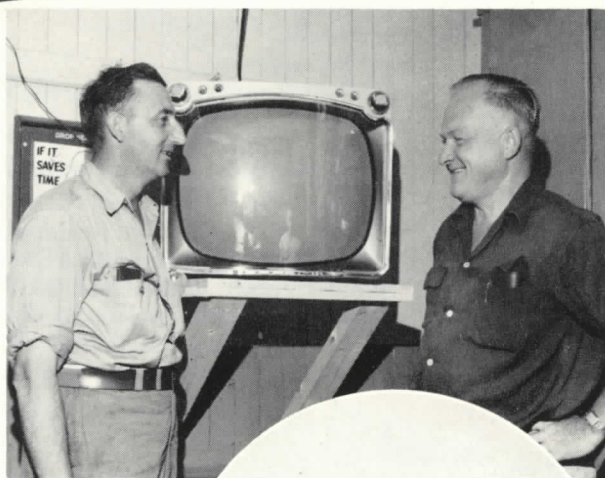
“When you do a job the right way,” he declared, “you have a more effective operation, you have a less costly operation and you have a safer operation.”

Also speaking briefly at the meeting were Vice President C. S. Herr; Omer Lanou, chief of employment, safety and training units of the Woods Department, and David T. Shute, assistant vice president of Liberty Mutual.



TV takes to the WOODS

TV COMES to the woods Top, Percy Hart and "Tinny" Littlehale put up the antenna at Long Pond. Right, Vice Pres. C. S. Herr officially presents the set to District Supt. Larry Parsons. Lower left, the show begins. TV sets have been installed in all Brown Company camps, a plan enthusiastically applauded by the woodsmen.



THE AGE of television has come to the woods.

Television sets have been installed in all Brown Company woods camps — and the result has been an enthusiastic response from the woodsmen.

First set was installed at Long Pond, and in rapid succession, sets went into all the other camps.

The project stems from another project started earlier this year. Soft drink machines were installed in each camp. Now the revenue from those machines is going directly into the purchase of the television sets and their maintenance.

Television has come to the woods—just another sign that life in a woods camp is almost the same as life at home—and perhaps in some ways, a little better.



"HEY, LOOK AT THAT" . . . Heartily enjoying the show are, front, left to right, Lawrence Monzerolle, Louis Boutin and Gilbert Vouture. In back, George Boisvert, Romeo Bilo-deau, Gillis Lapointe, Roger Lareau, Gaston Laberge and Adrien Malenfant.

THE BROWN BULLETIN

Did You Get a SHARE of This



NEARLY 150 Brown Company people have shared in a \$4,025 jackpot.

In the first eight months in which the Suggestion Plan has been in effect in the company, cash awards have been made for 154 suggestions.

Two employees have received checks for \$500, with a possibility they may receive more. Edwin Thresher of the Hardwood Sawmill and Clarence Monahan of the Burgess Mill were given "open end" awards. The exact amount of savings because of their suggestions could not be predicted. If the savings are greater than the original estimate, they will be awarded additional checks.

Five awards of \$100 each have been given to four people. Robert Mercier of the Bermico Mill has received two \$100 checks. Others getting \$100 awards were Ernest Coulombe of the Bermico Mill,

Edmond Hamel of Burgess Mill and Madeleine C. Pearce of the Boston Office.

The men with the most individual checks, however, are Napoleon Guitard and Harris Johnson of the Bermico Mill. Recently they received their seventh awards. Mr. Guitard's total winnings now stand at \$125. Mr. Johnson's are \$65.

A good percentage of Brown Company people have been sending along suggestions. In the first eight months, 974 suggestions were received. Two hundred and ten of these are still being processed.

If you like to delve deeper into figures, here's the way Brown Company people submit suggestions as compared with employees in other companies.

Brown Company people, in the past eight months, submitted an average of 348 suggestions for every 1,000 employees. The national average was 256 for every 1,000 employees.

Recent Suggestion Award Winners

\$35 Winners

Laurent Nault, Riverside

\$30 Winners

George Downs, Cascade

\$25 Winners

Henry Bilodeau, Bermico

Robert Mortenson, Bermico

Rene Heroux, Power and Steam

\$20 Winners

Clarence M. Welch, Maintenance

Albert Arsenaault, Burgess

E. A. Burt, Burgess

Napoleon Guitard, Bermico

John W. Sisson, Woods

Chester Bissett, Cascade

\$15 Winners

Richard Bisson and Fred Goodwin,
Cascade

Leo Theberge, Cascade

Arthur Rousseau, Burgess

Freeman Howard, Cascade

Waldo Williams, Burgess

Mark Hickey, Burgess

\$10 Winners

Harris Johnson, Bermico (two awards)

Charles Murray, Cascade

Adelard Lemire, Cascade

Albert Leclerc, Bermico

Fernando Nolet, Burgess

Joseph Dussault, Burgess

George Toothaker, Bermico

Robert Levigne, Cascade

Felix Gallant, Burgess

Alex Nadeau, Cascade

\$5 Winners

Ralph Locke, Main Office

Harris Johnson, Bermico (two awards)

Albert Lavoie Takes Third Straight Fishing Prize

Three straight prizes — that's the record of Albert Lavoie of Burgess Mill and Melbry Boutilier of Cascade Mill in the Brown Company fishing contest sponsored by the Millsfield Sportsmen's Club.

Mr. Lavoie won top honors for square tail in the August contest. In both June and July he won first prize in the lake trout division. His August catch was a whopping 11-pounder, 31½ inches long — more than nine pounds heavier than the No. 2 catch.

Mr. Boutilier caught the biggest rainbow in August. He won first prize in June in the square tail division and second in the horned pout class.

These were the August winners:

Horned Pout

Alfred Cote, Burgess, 1 lb. 6 oz., 13 in.
Richard Garneau, Burgess, 1 lb. 3 oz., 12½ in.

Alcide Lizzie, Burgess, 1 lb., 13 in.

Pickarel

Leo Gagne, Burgess, 3 lbs. 11 oz., 23½ in.

Rainbow

Melbry Boutilier, Cascade, 2 lbs. 4 oz., 17 in.

Stanley Albert, Burgess, 2 lbs., 17¼ in.

Square Tail

Albert Lavoie, Burgess, 11 lbs., 31½ in.
Romeo St. Clair, Cascade, 1 lb. 12 oz., 15 in.

Alfred Marois, Burgess, 1 lb. 8 oz., 14 in.



BURGESS & KRAFT

by Gene Erickson

Congratulations to Mr. and Mrs. Arthur Fortier on the birth of a baby girl; to Mr. and Mrs. Peter Hickey on the birth of a baby girl, and Mr. and Mrs. George Roy, on the birth of a son.

Best wishes to the bride and groom, Ronald Cavagnaro and Barbara Jean Paradis, who were married at St. Benedict's Church in Cascade.

Fred Gallagher Retires



BIG DAY . . . And so it was for Fred Gallagher, piper first class at Burgess Mill, who retired after 33 years with the company. Front row, left to right: Lucien Lavoie, Roland Griffin, Fred Marois, Mr. Gallagher, Edward Murphy, Adrien Montminy, Norman Lebreque, Harvey Jeffery. Second row: Robert Girard, George Anderson, Dexter Middleton, Albert Coulombe, George Lambertson, Leo Ouellette, John Chadwick, Robert Morneau, Maurice Landry, Wilfred Leroux, Alphonse Bosa, Joseph Therrien, Earl Shreenan, Clyde Manzer. Third row: Joe Laliberte, Clifford Carrol, Norman Pickford, Jack McCosh, Alcide Croteau, Patrick Pike, Louis Bretton, John Smith, Roland Routhier.

Best wishes to the honeymooners Robert "Moose" Landry and Theresa Torro, who visited through the New England States and in New York.

Julien Labbe, foreman, has an interesting hobby. He is quite an expert photographer for almost any occasion.

Frank Petty vacationed in New York State, and while there won a rifle on a raffle ticket in Berlin.

Roland Cloutier, Leon Guitard, Robert "Moose" Landry and Arthur McGee went to the National Guard camp.

The Quality and Process Control Department of the Burgess had their annual field day at the Chalet. They played baseball and other games.

A "Well Done" goes to Harold "Red" Graves, who helped start the Gorham American Legion Drum and Bugle Corps.

Best wishes and congratulations to Lewis Keene and Ted Brown on their recent promotions.

If anyone needs information about choosing a winner in the fight game, ask Lennie Jodrie. He's the expert; claims to know the winners. Congratulations Lennie, on completing the shop steward training course.

Louis Plummer has discarded the old car—we see him now in a new two-toned buggy.

BOSTON

by Madeleine Pearce

Welcome to Barbara J. Foley, the newly appointed supervisor of the Boston Sales Office, Secretarial Section.

Everyone will miss Larue King. We wish her the best of luck.

Your correspondent has enjoyed two weeks vacation in Florida.

We also welcome John Howard, a newcomer in the Boston sales force.

Best Wishes To Arthur Valliere



A LIFETIME WITH BROWN COMPANY . . . Arthur Valliere poses with fellow workers at the Bermico Mill as he retired after nearly a half century with the company. First row, left to right: Albert Tremaine, Hubert Legere, Herbert Berry, Mr. Valliere, Ernest Coulombe, Laurier Landry, Rosaire Brault, Donald Roy. Second row: Robert Bisson, Henry Nadeau, Edmond Baillargeon, James Tyler, Albert Leclerc, Robert Thayer, Ben Hodges, Stanley Gutowski, Henry Chauvette. Third row: Omer Descoteaux, Oliva Girouard, Sherman McKenna, Roland Desilets, Alexander Aubut, Kenneth Clark, Napoleon Guitard, William Suffil, Eugene Lessard.



BERMICO

by Kenneth Clarke

While on vacation, Mr. and Mrs. Henry Robitaille visited relatives and friends in Dover, N.H., Boston, Dorchester and Clinton, Mass.

Ernest Falardeau and Company will no longer come in with paint splotches on their faces, seeing the summer is past.

Best of luck on your new jobs, Henry Nadeau and James Tyler (now at Burgess) and Alex Aubut (at the Dryers).

Welcome back Conrad Bergeron. Glad to see you are feeling better. Napoleon Guitard spent his vacation working on his camp at Cedar Pond.

The Miscellaneous Finishing Department's flower fund amounts to \$30.35, but it has been agreed that an extra collection is necessary to replenish the sick fund. All co-operation will be greatly appreciated.

Sympathy is extended to Paul DeChamplain and family on the recent passing of his father.

A very successful season to all you members of our Bermico Bowling Team.



CASCADE

by Bob Murphy and Louise Peloquin

Mr. and Mrs. Henry Covio recently enjoyed a trip by auto to the Southland with Miami, Fla., as their destination—down via New York, Trenton, N.J., Baltimore, Md., Richmond, Va., Raleigh, N.C., etc. with side trips to points of interest. They visited Jacksonville, St. Augustine, Daytona Beach, West Palm Beach, Miami Beach and Miami on the east coast. Then across to the west coast via Tamiami Trail, through the Everglades, and over Sunshine Skyway to St. Petersburg, and Tampa, back the east coast by way of Winter Haven and Sarasota. They followed the coastal route home

via Savannah, Ga. They travelled 4,500 miles, and according to Henry, the gas consumption for anyone interested was 250 gallons.

Bob Landrigan, who recently accepted a position in the Boston Office, was presented a gift by his fellow workers. Best of luck, Bob, and keep us informed in regards to the Boston Celtics.

Bob Murphy recently became a grandfather for the second time when his daughter, Mrs. William Phinney gave birth to Duane Cullen Phinney. She weighed in at eight pounds, two ounces.

John Townsend has returned to the University of New Hampshire for his sophomore year after spending the summer working in the Cascade Office. John is majoring in chemical engineering.

Leonard Hickey, another of our college students, has returned to the campus at Durham; but not before he married Beverly Pilgrim.

Angus Locke has replaced Leonard.

Don Sloane has taken over Don Myler's job. Don returned to the Burgess.

Cecile Parent, our nurse, recently underwent surgery at New England medical center hospital.

Clint Bixby and family took a trip through upper and eastern New York State, before journeying to Keene, where Clint's son has entered Keene Teachers College.

PORTRAIT



GIFT IN OILS Madeleine C. Pearce of the Boston Office presents her own portrait of Arthur P. Merrill to the former manager at the Parmachenee Club. Miss Pearce has received much favorable comment about her many excellent paintings.



CHEMICAL & FLOC

by Ash Hazzard and Alf McKay

Richard Carboneau, Alphonse Lavoie and Roy Smith spent their summer weekends fishing in Maine.

Lindy Johnson is sporting a new car.

Joe Bilodeau spent his vacation with his family in Rhode Island and in Montreal, P.Q.

We wish to congratulate Romeo Dupuis on his recent marriage to Jackie Croteau.

Rene Routhier's son has returned to Berlin after surgery at the Mary Hitchcock Hospital. We are all glad it was successful.

Bob Cadoret reports exceptionally good hornpouting at Akers Pond.

We wish to extend our sympathy to Ash Hazzard on the recent passing of his father, Walter Hazzard.

Frederick Begin, who was employed at the Chemical Mill for many years, has passed on, and sympathy is extended to his family.



MAIN OFFICES

by Evelyn C. Lipman, Irene Markovich, Lepha Pickford, Julie Alonzi, Laurel Rowell

Purchasing Department

Welcome to Mary Ellen Nielson, who has replaced Pat Wentworth in Purchasing.

Pat replaced Helen Mortensen in the Expediting Department.

Lillian Brunelle was feted by her former co-workers. The girls went to Tower Inn in Jefferson for dinner and returned to the home of Irene Markovich for a social evening. Good luck, Lillian, in your new job at the Research.

Barbara Kilbride vacationed in Montreal.

Theresa Barbin attended a wedding in West Warwick, R.I.

Pat Thomas attended her cousin's wedding in Springfield, Mass.

For the Bride



GUEST OF HONOR: Lola Paquette (Mrs. Roland Lambert), prior to her marriage, was given a dinner party at Skywood Manor, Jefferson. Following dinner, the group attended the play "Clutterbuck" at the Chase Barn Playhouse in Whitefield. Seated, left to right: Mrs. Lucille Ross, teletype operator; Julie Alonzi, Yolande Landry, Mrs. Lambert (Lola) and Rita Gagnon of Central Order Billing; Beverly Young of the Credit Department, and Doris Wheeler, of Central Order Billing.

(Photo by Doris Wheeler)

Congratulations to Patty Wentworth and Richard Poliquin, who recently became engaged. A wedding in May is planned.

Tabulating Department

Ann Wentworth spent her vacation in Massachusetts, where she saw several of the summer theater plays.

Phyllis Foote spent her vacation in Massachusetts also.

Welcome to Beverly Durdan, who has replaced Irene Redfern.

Central Order Billing

Mrs. Lucille Lessard Ross and her husband took in a couple of baseball games while in Boston during their vacation.

Rita Gagnon spent a week in Sherbrook, Canada.

COB was pleasantly surprised by a visit from a former co-worker, Mrs. Frances (Caron) Eichler and son, Ricky. It was nice seeing you, Fran.

Main Office

Eleanor Coolidge enjoyed a couple days with her sister in Concord.

The Accounting Department is going to miss Estelle Leclerc. Good luck Estelle! Estelle attends University of New Hampshire.

Bennie Lavernovich spent two weeks' vacation at his Cedar Pond camp.

Clem Phinney is again a proud grandpapa.

Elizabeth Baker had a nice quiet vacation at home.

Margaret Wagner, Lepha Pickford and Ada Anderson spent a week in Boston and New York. They visited the United Nations Building, attended the \$64,000 Question TV program and saw some shows.

Industrial Relations

by Janet Hamel

Those enjoying fall vacations were:

Arthur Sullivan, who drove South for a bit of sunshine. Loren Given, who motored in and around New England. Jack Rodgers, who visited his daughter in Pennsylvania.

Zilla Stiles and Rita Roy stayed close to the homestead for a week of rest and easy living.

A warm welcome to "Midge" Mullen, a newcomer in our office from sunny California.

Office Service Department

Jackie Mason and Mona Guitard have been on vacation from Stenographic Department. Jackie spent her vacation in Woburn, Mass. and Mona spent hers in Fort Wayne, Indiana.

(Continued on Page 19)

John Howard Joins Towel Sales Division

John Howard, formerly a solicitor with a New York commission brokerage house, has joined Brown Company's Towel Sales Division, it has been announced by William T. LaRose, division manager.

Mr. Howard was a commodity futures solicitor with Harris, Upham and Company for five years before joining Brown Company.

A native of Boston, he is a graduate of the University of Virginia. During World War II, he served three years with the Army Medical Corps.

(Continued from Page 18)

Pauline Dutil left Boston by plane for Big Spring, Texas, where she visited friends.

Arthur LaPlante spent his vacation in Islington, Mass. and Irving, Texas.

Alice Gendron spent her vacation in Portsmouth, N.H. and Boston, Mass.

This department also wishes Jackie Croteau and Romeo Dupuis, who were recently married, the best of everything.

Personnel Department

by Marie L. Dube

H. P. (Link) Burbank, personnel manager, enjoyed most of his vacation at his home in Gorham.

Marie Driscoll of the Product Order Department in Boston and Blanche Maffei of the Andrews Paper Company, Boston, were guests at a luncheon held at The Berlin House. Those attending the luncheon were Julie Alonzi and Yolande Landry of Central Order Billing, Evelyn Lipman, Public Relations, and your correspondent.

Engineering

by Merna Joudrey

Back from vacation are Jim Eadie, Pete Lepage, Henry Stafford, Bernard Covio, Phil Johnson, Tommy Thompson, Ed Lynsky, Willie Bertrand, Harry Gilbert, Al Adams, Bill Waldo, Ted Falardeau and your correspondent.

Dave Bergstrom, a Northeastern student, has been working in the Engineering Department. He and Tom McNichol also spent some time at Burgess Maintenance. Tom returned to college September 8.

"Just As Important To 'Sell Hard' In Seller's Market As In Buyer's Market," Eugene Hanson Asserts In Magazine Article

The assistant sales manager of Brown Company's Paper Division believes strongly that it is just as important to "sell hard" in a seller's market as in a buyer's market.

Eugene O. Hanson, who also is president of the Salesmen's Association of the Paper Industry, stresses this belief in an article appearing in the magazine, "The American Salesman."

He makes numerous points that he feels are important for salesmen to remember, points gained from experience in more than 30 years of selling paper.

At the same time, Mr. Hanson points to the importance of the paper industry — one of the world's oldest industries. He underlines the fact that the production of paper does not keep pace with its tremendously increased use. "In

packaging alone," he writes, "paper has replaced such diverse materials as wood, rubber, lead, burlap, cotton, aluminum and a host of other materials. The reason is obvious — paper is inexpensive."

The result has been a phenomenal growth in the consumption of paper, which in 1955 reached the all-time high of 418 pounds per person in the United States, he declares.

Then Mr. Hanson makes this point: "If the per capita consumption of paper is indicative of the culture of a people, and certainly to some degree this is a fact, then we have reason to be proud of our high per capita use of 418 pounds in contrast with 14 pounds per capita in Soviet Russia and three pounds per capita in Eastern Asia."

Traffic

by Dee Torro

Loyal Van Kleek, traffic manager, has been on vacation.

Everyone wishes Tess Derosier best of luck in her new enterprise since leaving Traffic. Drop in and see her in Gorham, at "The Log Cabin".



RESEARCH & DEVELOPMENT

by Joan Weiss and Joan Vien

The department welcomes Lillian Brunelle, formerly of Purchasing, who is now secretary to R. A. Webber.

Sincere sympathy to Thelma Neil on the passing of her brother, Herbert Neil.

It's sure nice to see Katie Devlin back after her illness.

Vacationers were: Phil Morin, Dick Ramsay, Maurice Townsend and Fred Goodwin, who spent some time in Boston; Elsie Holt, visiting relatives in Meriden, Hartford and Waterbury, Conn.

Bea Lesperance really travelled. She went to Cape Cod, Connecticut and then New York City.

Bob Barbin of the cooking Lab spent his vacation in Philadelphia;

Janet Philbrick went to Boston, and Ray Barbin of the Onco lab, visited relatives at Camp Ellis, Old Orchard, Me.

B. G. Hoos and R. H. Ramsay attended the 130th meeting of the American Chemical Society in Atlantic City, N.J. Mr. Hoos attended meetings for the symposium on new methods for analytical characterization of cellulose. Mr. Ramsay attended the meeting of the International Committee for cellulose methods and the meeting of the committee on cellulose and cellulose derivatives.

Quality and Process Control reports that Dr. Paul Goodloe, assistant technical director, attended the Plastics Paper Conference in Appleton, Wis.

Dr. Goodloe also addressed a meeting of the New England Association of Teachers Colleges at Keene, N. H., on the subject, "Brown Company Operations".

Bill Marshall, formerly of Paper Laboratory, is secretary to Dr. Goodloe.

Mrs. Lois Leavitt, assistant to Phil Glasson, Research librarian, has left the company. Pat O'Connor has taken that position in the library.

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